

77-8080

Stan:

A pleasant editorial,
written by a trade journal
editor who attended a talk
I made in April to some
Pittsburgh business execs.

HN

Date *6/27*

FORM 101 USE PREVIOUS
5-75 EDITIONS

(~~EXEMPT~~) REGISTRY FILE

DDCI



The guys in the white hats, the CIA...

Would you be surprised to learn that the Central Intelligence Agency will provide information for your next materials forecast? Or that much of the work of the CIA involves long and short term forecasts of supplies and strategic materials?

Within days after President Carter quoted from it during his energy broadcast to the American people, the CIA's study, "The International Energy Situation: Outlook to 1985" became available. It is a "declassified" version, yet it provides projections on demand and supply for the entire free world which would be valuable for purchasing's use in forecasting to management.

According to E. Henry Knoche, this study is typical of the many reports the CIA prepares on the world supply of strategic materials because, by law, that agency has the responsibility of providing the President with information, world-wide, with which to make policy decisions beneficial to our national well-being.

Knoche is the deputy director of Central Intelligence in charge of the day to day operations of the CIA. A career intelligence officer, he has been with the CIA since 1953 when he joined as an analyst specializing in Far Eastern political and military affairs with a knowledge of China. This was after two tours of duty, WWII and Korea, in the U.S. Navy.

Tall, graying, athletic in appearance, an articulate spokesman for the CIA, Knoche met press representatives prior to his speech before the Purchasing Management Association of Pittsburgh to explain the many facets of intelligence gathering. "The problems that plague the United States and other nations are economic as well as political and social," he said. "Therefore the CIA constantly reviews short and long range forecasts which, when declassified, are available for non-U.S. Government use."

Purchasing managers who wish to receive the energy outlook report, or other specific CIA publications on an individual basis, should write to: Photoduplication Service, Library of Congress, Washington, D.C. 20540. CIA publications are available on a subscription basis by writing to: Document Expediting (DOCEX) Project, Exchange and Gift Division, Library of Congress, Washington, D.C. 20540.

Knoche's visit with the press, and his speech to the Pittsburgh group helped clear some of the mystery surrounding the CIA. Certainly, he didn't "tell all," but he did help us view the CIA's work from a different perspective, and to understand that much of it is devoted to gathering basic economic information which becomes available to us as managers.

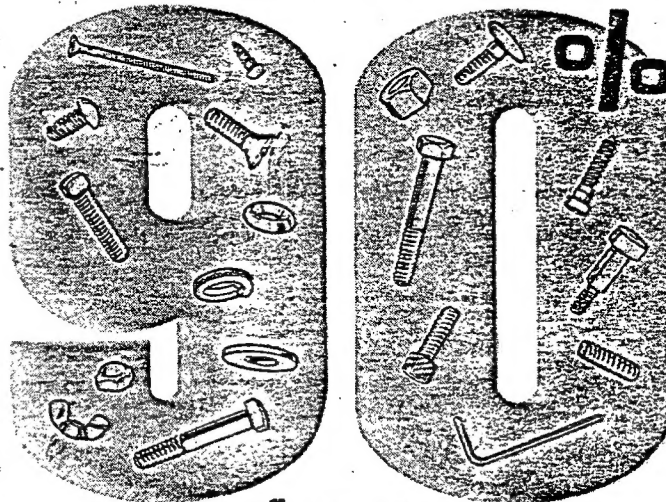
Very helpful, these friendly, good guys from the CIA.

Chuck Bashian

Approved For Release 2004/07/08 : CIA-RDP80M00165A002600110013-1
Publisher
MIDWEST PURCHASING

MID-STATE BOLT and NUT

is a **RELIABLE**
and **DEPENDABLE**
source for

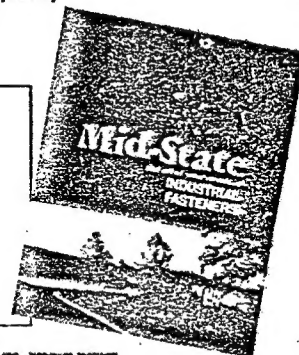


of your
**FASTENER
NEEDS**

Since 1946, Mid-State has been supplying the fastener needs of industrial users throughout the eastern half of the United States. We maintain a computer-controlled IN-STOCK inventory on over 12,000 of our more than 25,000 different fastener items, in our 72,000 sq. ft. of warehouse space.

Here at Mid-State, we can fill your needs for bulk, keg or packaged quantity orders; with **PROMPT SHIPMENT** on all types of bolts, nuts, washers, screws, machine screws and socket products. Our district representative in your area is anxious to work with you, and help you with any problem requirements in fasteners. If you are looking for competitive prices . . . prompt delivery . . . complete and varied selection . . . proven dependable quality . . . then you'll choose Mid-State!

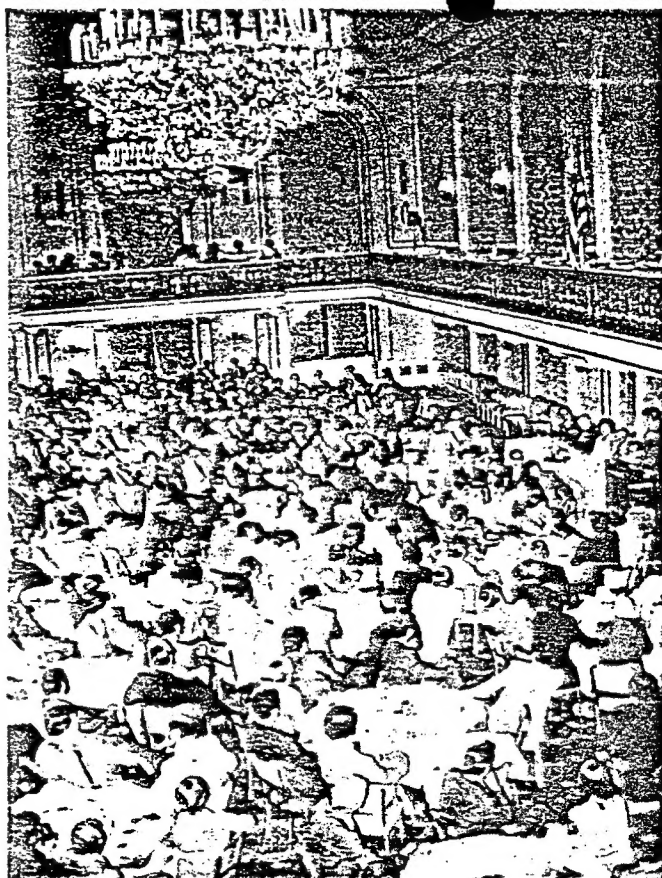
Write **TODAY** for
our free 4-color
brochure and the
name of your
nearest Mid-State
representative.



**MID-STATE
Bolt & Nut Company, Inc.**

P.O. Box 2039, 1575 Alum Creek Drive, Columbus, Ohio 43216
Phone: 614/253-8631

Pittsburgh Warehouse — 2350 Eldo Road, Monroeville PA 15146
Phone: 412/373-7400 (Pittsburgh local 243-1770)
Cleveland Warehouse — 5699 Bark Street, Cleveland OH 44125
Phone: 216/447-0411



PITTSBURGH: The association's annual Executive Night dinner was held in the grand ballroom of the William Penn Hotel.



PITTSBURGH: Executive Night speaker was E. Henry Knoche, deputy director of the Central Intelligence Agency. (left). Association President Art Morgan, right, presents Knoche with a "Three Rivers" picture as a souvenir of his visit.



YOUNGSTOWN: Each year the Youngstown Association grants a scholarship to a purchasing student at Youngstown State University. Left to right: Dr. Robert Miller, dean of the school of Business Administration at Youngstown State University; Dr. John J. Coffelt, president of Youngstown State University; and association member Bill Hanks of Youngstown State.

by Ed Cutler, C.P.M.

FOAM PLASTIC PRODUCTS AND MATERIALS FOR:

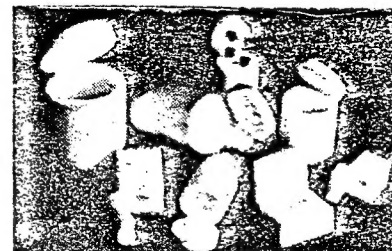
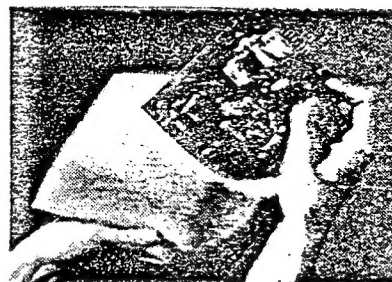
- SHOCK PROTECTION • MOLDING • GASKETING
- CONVOLUTING • PACKAGING • DIE CUTTING
- CUSHIONING • INSULATION • LAMINATING
- SOUND APPLICATIONS • FABRICATING

— NO MOLD COSTS —

- EXPANDED POLYTHYLENE
- ETHAFOAM
- STYROFOAM
- FOAM FILTER MASKS
- POLYURETHANES — FLEXIBLE AND RIGID
- EXPANDED POLYSTYRENE — BEADBOARD



CONDUCTA FOAM
ELECTRICALLY CONDUCTIVE
FOAM PLASTIC
PREVENTS
STATIC BUILDUP



FOAMVELOPES® & FOAMCANS®
(U.S. patent 3,256,527)
FOR CUSHIONED PACKAGE
PROTECTION

DONRAY

ENGINEERED FOAM PLASTICS

SOLVING TOMORROWS PACKAGING PROBLEMS TODAY

(DEPT. MWP-6)

500 SOM CENTER RD., CLEVELAND, OHIO 44143

Phone: (216) 449-6454 TWX (810) 407-3977

Approved For Release 2004/07/08 : CIA-RDP80M00165A002600110013-1